

Message Text

UNCLASSIFIED POSS DUPE

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ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 /018 W
----- 125951

R 250910Z FEB 76
FM AMEMBASSY ABU DHABI
TO USDOC WASHDC
INFO SECSTATE WASHDC 3976

UNCLAS ABU DHABI 0488

E.O. 11652: NA
TAGS: BENC, TC
SUBJ: BIDS FOR DUBAI ELECTRICITY STATION

REF: 75 ABU DHABI 1983

1. DUBAI ELECTRICITY COMPANY HAS OPENED BIDS FOR SUPPLY
OF THREE 60MW STEAM TURBINES AND THREE 3MGD DESALINATION
PLANTS TO BE BUILT AT JEBAL ALI AND OPERATING BY 1979.
ALTHOUGH ALL BIDS NOT STRICTLY COMPARABLE, TOTAL PRICES
AS FOLLOWS:

A. ELIN UNION AG (AUSTRIA) \$139.5 MILLION
B. MITSUBISHI (JAPAN) 14.7 MILLION
C. GROUPO INDUSTRIE ELECTRIC (ITALY) 161.2 MILLION
D. WAAGNER-BIRO 164.8 MILLION
E. DEUTSCHE BABCOCK & WILCOX (W. GERMANY) 167.6 MILLION
F. ENVIROGENIC SYSTEMS (U.S.) 177.8 MILLION
G. G.E.C. AND R.T.Z. (U.K.) 207.9 MILLION
H. BROWN-BOVERI CO. (SWISS) 211.9 MILLION
I. BROWN AND ROOT (U.S.) 238.1 MILLION

2. BROWN AND ROOT BIDDING WITH PRIMARILY WESTINGHOUSE
EQUIPMENT. THIS IS FIRST TIME IN LAST SIX YEARS WESTINGHOUSE
HAS BID MAJOR POWER-WATER PROJECT IN EMIRATES. UNFORTUNATELY
THEIR BID ALMOST DOUBLE THAT OF LOWEST AND NOT COMPETITIVE
WITH OTHER SUPPLIERS.

3. DEC CONSULTANTS, KENNEDY AND DONKIN (U.K.) NOW
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EVALUATING BIDS, A PROCESS THAT SHOULD TAKE SEVERAL MONTHS.
SPECULATION IS THAT ELIN UNION, WHICH HAS POWER SUPPLY

CONTRACT IN SHARJAH, IN VERY GOOD COMPETITIVE POSITION.
STERNER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 25 FEB 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976ABUDH00488
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760071-0615
From: ABU DHABI
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760217/aaaaanto.tel
Line Count: 63
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION NEA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 76 ABU DHABI 1983
Review Action: RELEASED, APPROVED
Review Authority: castelsl
Review Comment: n/a
Review Content Flags:
Review Date: 15 JUL 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <15 JUL 2004 by schwenja>; APPROVED <27 AUG 2004 by castelsl>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: BIDS FOR DUBAI ELECTRICITY STATION
TAGS: BENC, TC
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006